

KEY MARKETS AND INDUSTRIES

Ex-Im Bank is open for business in approximately 175 countries. However, the Bank has identified nine emerging markets as the primary focus of its outreach: Brazil, Colombia, India, Indonesia, Mexico, Nigeria, South Africa, Turkey and Vietnam.

These countries were selected using a number of factors, including the size of the export markets for U.S. companies, projected economic growth, anticipated infrastructure needs and Ex-Im Bank's current engagement in each market.

The projected investment in infrastructure across these countries over the next five years is more than \$3 trillion, presenting enormous opportunities for U.S. exporters. This increased demand for their products and services will help small and large companies in many sectors maintain jobs and create a significant number of new jobs.

The Bank has developed outreach plans for each country that include targeted private-sector and public-sector buyers, financial institutions and government agencies.

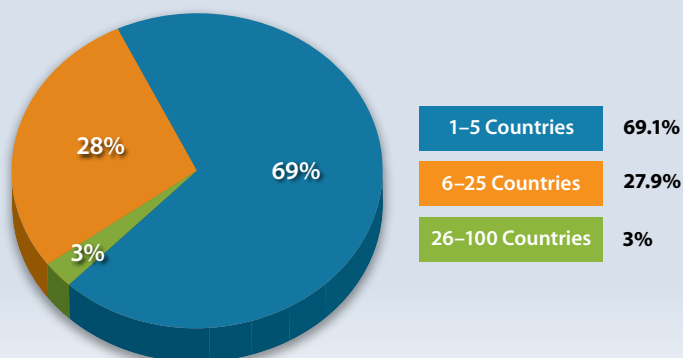
Industries with high potential for U.S. export growth in these nine key markets are medical technology, construction, agricultural and mining equipment, and power generation, including renewable energy. These industries support the critical needs of a growing number of middle-class consumers.

Transportation continues to be an important industry for Ex-Im Bank. The Bank is building on its well-established expertise in financing transportation exports, particularly large commercial aircraft. This expertise enables the Bank to serve the U.S. aviation and avionics sectors as well, often requiring innovative financing structures. The Bank is prepared to develop and tailor its products to fit the needs and business processes of the other targeted industries.



In FY 2010, there was a 40 percent increase in the number of U.S. companies supported by Ex-Im Bank that expanded their export markets.

The Bank authorized transactions in five more countries in FY 2010 than in the previous fiscal year. The Bank also had transactions in 15 countries where it did not do business in FY 2009.



Helping U.S. Companies Sell to Key Markets

TURKEY

In FY 2010, three Midwestern businesses used Ex-Im Bank's medium-term insurance to export \$9.4 million of concrete transportation and placement equipment for a hydroelectric dam project on the Kizilirmak River in Turkey.

Maxon Industries Inc. in Milwaukee, Wis., **Marco Solutions** (Continental Manufacturing Group) in St. Louis, Mo. (both small businesses), and **Putzmeister America Inc.** in Sturtevant, Wis., sold the equipment to the Dogus Group, a civil-works contractor in Istanbul. This export sale and others have helped Maxon Industries to increase its workforce to 29 employees.

Ex-Im Bank's insurance enabled the lender, PNC Bank in Pittsburgh, Pa., to provide financing for the sale. The Bank's support leveled the playing field for these U.S. companies to compete successfully against foreign competitors backed by their governments' export-credit agencies.

BRAZIL

Sikorsky Aircraft Corp. in Stratford, Conn., has successfully used Ex-Im Bank's financing to establish a strong relationship with a major customer in Brazil – Lider Taxi Aéreo, the country's largest air tax company. Lider Taxi meets a wide range of air transportation needs, including service to Brazil's offshore oil industry.

In FY 2010, Ex-Im Bank guaranteed a \$27.1 million loan from the Private Export Funding Corp. (PEFCO) to finance Lider Taxi's purchase of three Sikorsky S76C++ helicopters – bringing to 21 the total number of Sikorsky helicopter sales that the Bank has assisted in financing for this customer.

Photo: Maxon Industries Inc.